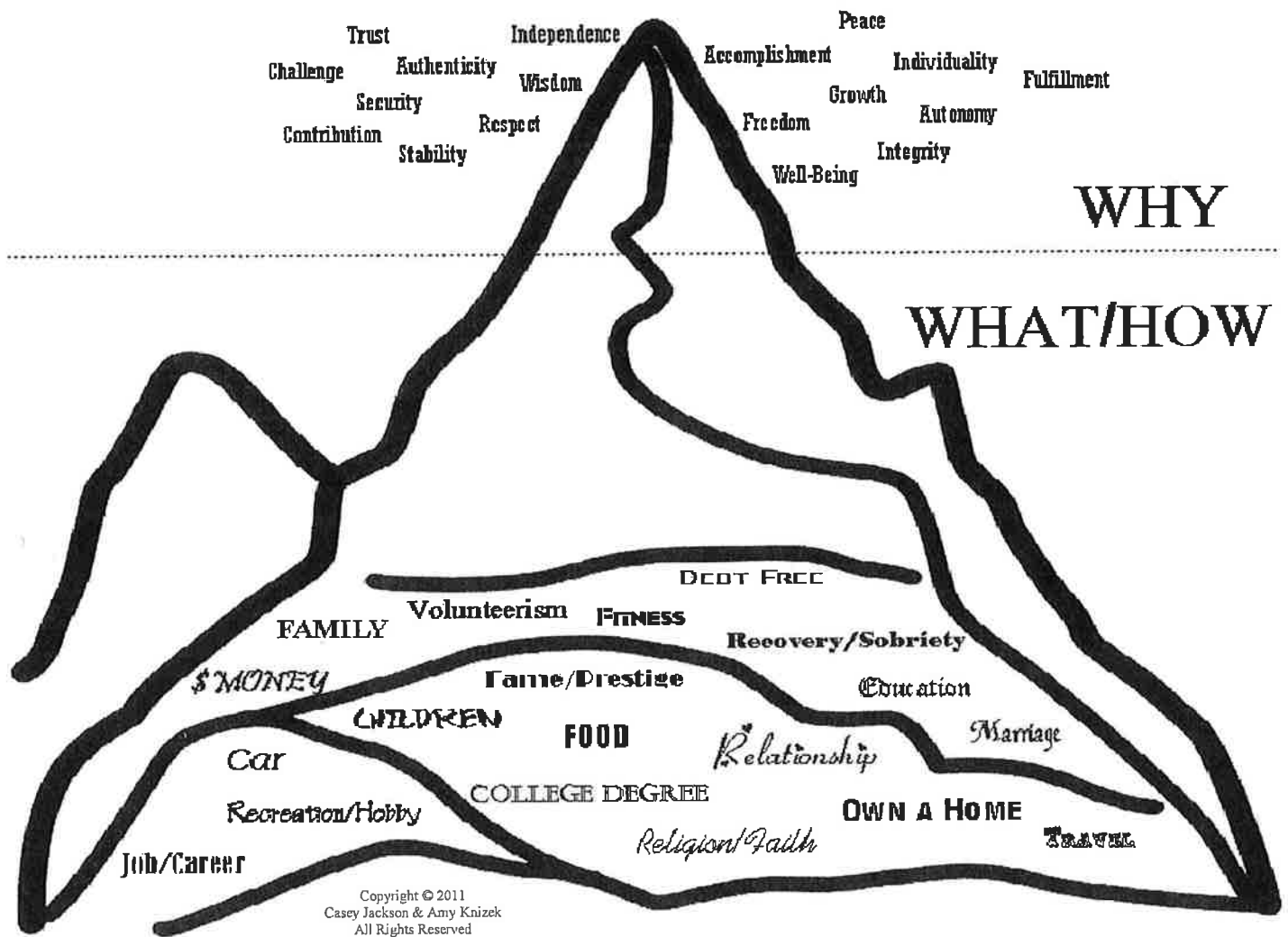


# FOCUS MOUNTAIN



# Stage Matching Interventions

## Stage

## Intervention

Precontemplation

Empathy/Understanding

Contemplation

Explore & Amplify Ambivalence

Preparation

Clarify Focus, Plan, Set Goals

Action

Support Self-Efficacy

Maintenance

Monitor Relapse Triggers

Relapse

Roll w/it- Reassess & Revise

# Change Plan Worksheet

1. The changes I want to make are:
2. The most important reasons I want to make these changes are:
3. I plan to do these things to reach my goals: (List plan of action and when it will be done.)
4. The first steps I plan to take in changing are:
5. Some things that could interfere with my plan are:
6. Other people could help me in changing in these ways: (List of persons and possible ways they could help.)
7. I hope that my plan will have these positive results:
8. I will know that my plan is working if:

Pictorials can help. Such as a mountain with the whys at top and the whats/how's at bottom. Or a scale so they see issues on the two sides and the weight.

When you use change talk always match it to their goals/values.

#### GOOD QUESTIONS

1. What would that look like? Very good in precontemplation.
2. *I'm one of your resources* – How do you want to use me?
3. My intent is to be of help to you and things are not going too well. What do you think we could do to help you move forward?
4. Can you tell me more about that?
5. Can you help me understand that better?
6. What would that look like?
7. If you were going to resolve this issue what would that involve or look like?
8. What would success look like?

If you were going to resolve this issue what would that involve or look like?

What would success look like?

### Importance/Confidence Ruler

#### Importance Scale



(How important is it for you?)

#### Confidence Scale



(How confident are you that you will  
succeed?)

No matter what number they give you you can elicit  
change talk by asking why it's not higher or lower.

If they marked a 3 you could ask why not a 1? If they marked 5 you  
could ask what it would take to move it to an 8.

## CHANGE EVOKING OPEN ENDED QUESTIONS

What would you like to see different about your current situation?

What makes you think you need to change?

What will happen if you don't change?

What will be different if you complete this task?

What would be the good things about changing your behaviors?

What would your life be like 3 years from now if you made this change?

Why do you think others are concerned about your (drinking/behaviors)?

What's the worst thing (or best thing) that could happen?

What are some skills/strengths or past successes that let you know you can do this?

Why would you want to make this change (why you know this is important)?

What are some undisputable facts or realities that make it a necessity to change soon?

Why might you want to make this change?

What smaller steps have you thought about that might get you closer to your goal?

So what do you think you will do from here?

What would that look like? Very good in precontemplation.

I'm one of your resources – How do you want to use me?

My intent is to be of help to you and things are not going too well. What do you think we could do to help you move forward?

Can you tell me more about that?

Can you help me understand that better?

What would that look like?